

Message Text

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SUBJECT: EXCHANGES PROPOSED PARTIAL IVP'S FOR JAN BEIU AND

VIRGIL PASCU

1. EMBASSY REQUESTS PARTIAL IVP GRANTS TO COVER INTERNAL TRANSPORTATION AND PER DIEM IN WASHINGTON/NEW YORK AREA FOR APPROXIMATELY SIX DAYS DURING THE PERIOD O/A NOVEMBER FIVE TO TWELVE FOR JAN BEIU, VICE RECTOR, STEFAN GHEORGHIU ACADEMY (RCP HIGHER PARTY SCHOOL), AND DIRECTOR OF ITS CENTER FOR MANAGEMENT AND TRAINING (CEPECA) AND VIRGIL PASCU, CHIEF OF MARKETING DEPARTMENT (CEPECA).

2. BEIU AND PASCU ARE SCHEDULED TO CARRY OUT CONSULTATIONS AT RUTGERS UNIVERSITY FOR APPROXIMATELY TWO WEEKS, BEGINNING OCTOBER 21ST. RUTGERS CONTACTS ARE PROFESSOR HORACE DEPODWIN, DEAN, GRADUATE SCHOOL OF BUSINESS, RUTGERS, AND PROFESSOR DAVID BLAKESLEE AND PROFESSOR GEORGE WALTERS. PURPOSE OF RUTGERS CONSULTATIONS IS TO DEVELOP FURTHER DIRECT INSTITUTIONAL-TO-INSTITUTIONAL EXCHANGE WHICH HAS EXISTED BETWEEN CEPECA AND RUTGERS FOR SOME YEARS. PRESENT TRIP BY CEPECA LEADERS REPRESENTS FIRST TRIP TO THE U.S. AT CEPECA EXPENSE, ALTHOUGH RUTGERS HAS BEEN HERE ON NUMEROUS OCCASIONS IN THE PAST.

3. CEPECA IS THE CHIEF RCP MANAGEMENT TRAINING INSTITUTION IN THE COUNTRY. IT HAS CARRIED OUT SEMINARS WITH

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SUPPORT OF THE DEPARTMENT OF LABOR (FRANK BUGBEE), AND

HAS BEEN AN IMPORTANT CONTACT POINT FOR US WITH THE ACADEMY, PARTICULARLY FOR OUR POLITICAL AND ECONOMIC AND COMMERCIAL SECTION. WE VIEW EXTENSION OF PARTIAL GRANT AS OPPORTUNITY TO DIRECTLY IDENTIFY ACADEMY WITH OUT EX-CHANGE PROGRAMS AND REGARD AS A PARTICULARLY APPROPRIATE FOLLOW-UP TO VISIT OF LEONARD MARKS, WILLIAM SMITH AND WILLIAM WELD OF THE ADVISORY COMMISSION LAST MONTH (FYI-BEIU RECEIVED THE ADVISORY COMMISSION ON BEHALF OF ACADEMY RECTOR DURING THE ADVISORY COMMISSION MEETING AND EXPRESSED INTEREST IN EXPANDING THE ACADEMY'S ASSOCIATION WITH OUR EXCHANGES AND OTHER PUBLIC AFFAIRS ACTIVITIES. SEE MEMCON OF SEPTEMBER FOUR OF ADVISORY COMMISSION VISIT TO THE ACADEMY. END FYI)

4. PROGRAM FOR BEIU AND PASCU DURING PERIOD OF PARTIAL IVP SHOULD BE COORDINATED DIRECTLY WITH FRANK BUGBEE OF DEPARTMENT OF LABOR, WHO IS WELL-KNOWN TO CEPECA. DURING PARTIAL IVP, BEIU AND PASCU ARE INTERESTED IN MEETING WITH AMERICAN MANAGEMENT EXPERTS FOR PURPOSES OF DISCUSSING A SEMINAR WHICH CEPECA PROPOSES TO HOLD NEXT YEAR REGARDING "DEVELOPMENT AND MANAGEMENT STRATEGIES" IN WHICH PARTICIPATION OF AMERICAN SPECIALISTS IS DESIRED. THEY WOULD ALSO BE INTERESTED IN MEETING WITH PUBLISHERS OF BOOKS IN THE FIELD OF MANAGEMENT AND PRODUCERS OF TEACHING AIDS (E.G., PRENTICE HALL, MCGRAW-HILL, WESTINGHOUSE, ETC) FOR PURPOSES OF PLANNING PURCHASES OF AMERICAN BOOKS AND TEACHING AIDS FOR THE ACADEMY.

5. WOULD APPRECIATE DEPARTMENT'S FAVORABLE RESPONSE TO THIS PROPOSAL AS SOON AS POSSIBLE SINCE BEIU AND PASCU ARE SCHEDULED TO TRAVEL TO U.S. NEXT WEEK. WE APPRECIATE FACT THAT LEAD-TIME FOR THIS NOMINATION IS SHORT AS WE WOULD PREFER, BUT FEEL THAT IT REPRESENTS IMPORTANT OPPORTUNITY TO DEVELOP AND DIVERSIFY OUR CONTACTS IN IMPORTANT POLITICAL AND MANAGEMENT FIELDS.
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